

MINUTES

SELECT COMMITTEE ON INSURANCE AGENT RELATIONS – PROPERTY AND CASUALTY

THE MEETING WAS HELD OVER ZOOM AND WAS MADE PUBLIC PER THE AGENDA.

4:30 P. M., NOVEMBER 5, 2021

Joseph Jenkins, Vice Chairperson, called the meeting of the Select Committee on Insurance Agent Relations – Property and Casualty to order at 4:30p.m., November 5, 2021.

Committee Members Present:

Joseph Jenkins, Chair
Bobby Reishman
Becky Ceperley
Mary Beth Hoover
Adam Knauff
Shannon Snodgrass

Members Absent:

Jennifer Pharr

A roll call was taken, and it was determined that a quorum was present.

1. Approval of the Previous minutes for September 27, 2021.

Councilmember Reishman motioned to approve the previous minutes. With the members being present having voted in the unanimously as affirmative, the Chair declared the previous minutes as approved.

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2. To discuss and approve insurance carrier allocations among competing brokerage/agent/producer firms, as mutually agreed to by such firms.

Councilmember Jenkins stated that the Members had received a memo from City Manager, Jonathan Storage concerning insurance carrier allocations. He and Storage spoke with the firms, who were agreeable to what underwriters they would go on behalf of the City. They have received confirmation of approval from each firm. It was deemed appropriate that the Committee approve them as well.

Councilmember Reishman motioned to approve the allocations. With those members being present having voted unanimously in the affirmative, the insurance carrier allocations were approved.

3. Miscellaneous

Councilmember Jenkins added that the City Manager has drafted the scoring process for the final round. The next meeting they have will be to approve the scoring system. The next meeting after that will be to review the proposals.


Councilmember Reishman motioned to adjourn the meeting.
Meeting adjourned.



CITY OF CHARLESTON
OFFICE OF THE CITY MANAGER

MEMORANDUM

TO: Select Committee on Insurance Agent Relations – Property & Casualty

FROM: Jonathan T. Storage, City Manager 

DATE: November 4, 2021

SUBJECT: Insurance Market Allocation

In order for the competing firms to represent the City of Charleston in the insurance marketplace, it is necessary to allocate the field of insurance carriers. This allocation is necessary because carriers are only willing to perform the due diligence required for providing a quote to one designated City representative per line of insurance coverage.

On Tuesday, November 2, 2021, Chairman Jenkins and I hosted a Zoom call with representatives of the competing firms, and the following market allocation was mutually agreed upon.

I submit this list for your consideration, and I recommend its approval.

MARKET ALLOCATION:

RCM&D – Old Republic Exclusive

- **Property / Excess Property:** Liberty, C N A, Zurich, AFM, AIG
- **B&M:** Liberty, C N A, Zurich, AFM, AIG
- **General Liability:** Liberty, Old Republic, Berkley, Chubb, AIG, Philadelphia
- **Auto:** Liberty, Philadelphia, Old Republic, Berkley, Chubb, AIG
- **Excess Work Comp:** Midwest
- **Crime markets:** Hanover, Zurich, Berkley, Chubb, Starr

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